

**JAMES MADISON UNIVERSITY  
HARRISONBURG, VIRGINIA**

**INTERCOLLEGIATE ATHLETIC PROGRAMS  
FOR THE YEAR ENDED  
JUNE 30, 2000**



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March 16, 2001

The Honorable James S. Gilmore, III  
Governor of Virginia

The Honorable Vincent F. Callahan, Jr.  
Chairman, Joint Legislative Audit  
and Review Commission

Dr. Linwood Rose  
President, James Madison University

## **INDEPENDENT AUDITOR'S REPORT ON APPLICATION OF AGREED-UPON PROCEDURES**

We have audited the financial statements of **James Madison University** as of and for the year ended June 30, 2000, and have issued our unqualified report thereon dated March 16, 2001. At the request of the President of the University, we have performed certain agreed-upon procedures to the University's Intercollegiate Athletic Programs for the fiscal year ended June 30, 2000, discussed below, solely to assist the University in complying with National Collegiate Athletic Association (NCAA) Bylaw 6.2.3.1. This review to apply agreed-upon procedures was performed in accordance with standards established by the American Institute of Certified Public Accountants. The sufficiency of the procedures is solely the responsibility of the University. Consequently, we make no representation regarding sufficiency of the procedures described below either for the purpose for which this report has been requested or for any other purpose.

### **Schedule of Revenues and Expenditures of Intercollegiate Athletic Programs - Agreed-Upon Substantive Procedures**

- a. We obtained the Schedule of Revenues and Expenditures of Intercollegiate Athletic Programs (Schedule) for the year ended June 30, 2000, as prepared by the University and shown in this report. We recalculated the addition of the amounts on the Schedule, traced the amounts on the Schedule to management's worksheets, and agreed the amounts on management's worksheets to the Intercollegiate Athletic Department's accounts in the accounting records. We noted no differences between the amounts in the Athletic Department's accounts in the accounting records and the

amounts on the worksheets. We discussed the nature of work sheet adjustments with management and are satisfied that the adjustments are appropriate.

- b. We applied certain analytical review techniques to the balances reported on the Schedule in order to determine the reasonableness of amounts reported therein. These techniques included trend analyses and other tests using operating data and reviews of actual amounts expended in comparison to budgeted amounts.
- c. We vouched each individual contribution received directly by the University for its Intercollegiate Athletic Programs that constituted more than ten percent of the contributions so received. Except for contributions received from the James Madison University Foundation, Incorporated, an affiliated organization, we noted no individual contribution, which constituted more than ten percent of total contributions received for Intercollegiate Athletics.

Because the above procedures “a” through “c” do not constitute an audit made in accordance with generally accepted auditing standards, we do not express an opinion on any of the accounts or items referred to above. In connection with the procedures referred to above, no matters came to our attention that caused us to believe that the specified accounts or items should be adjusted. Had we performed additional procedures or had we made an audit of any financial statements of the Intercollegiate Athletic Department of James Madison University in accordance with generally accepted auditing standards, matters might have come to our attention that would have been reported to the President of the University. This report relates only to the accounts and items specified above and does not extend to the financial statements of James Madison University or its Intercollegiate Athletic Department taken as a whole.

#### **Internal Control Related to Intercollegiate Athletic Programs - Agreed-Upon Procedures**

The management of James Madison University is responsible for establishing and maintaining internal control for its Intercollegiate Athletic Programs. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of controls. The objectives of internal control are to provide management with reasonable, but not absolute, assurance that assets are safeguarded against loss from unauthorized use or disposition, and that transactions are executed in accordance with management’s authorization and recorded properly to permit the preparation of financial statements in accordance with generally accepted accounting principles.

Because of inherent limitations in any internal control, errors or irregularities may occur and not be detected. Also, projection of any evaluation of internal control to future periods is subject to the risk that procedures may become inadequate because of changes in conditions, or that the degree of compliance with the procedures may deteriorate. Our procedures and findings are as follows:

- d. We reviewed an organizational chart provided by the Intercollegiate Athletics Department and discussed it with appropriate personnel. We reviewed documentation of accounting systems and operating procedures. We also made certain inquiries of management regarding control consciousness, the use of internal audit in the department, competence of personnel, and protection of records and equipment.

- e. We reviewed internal control over cash receipts and disbursements, including payroll, for the Intercollegiate Athletic Programs. We reviewed the relationship of internal control over Intercollegiate Athletic Programs to internal control reviewed in connection with the audit of the University's financial statements. Our review also included those controls unique to Intercollegiate Athletics which have not been reviewed in connection with the audit of the financial statements.
- f. We reviewed the University's procedures for monitoring booster group activities and concluded that those procedures were adequate.

Agreed-upon procedures "d" through "f" applied to certain aspects of the University's internal control were more limited than would be necessary to express an opinion on internal control of James Madison University in effect for the year ended June 30, 2000, taken as a whole. Because our review and evaluation was limited to applying those agreed-upon procedures, we do not express such an opinion. In connection with applying procedures "d" through "f" above, we noted no material weaknesses relating to internal control over the Intercollegiate Athletic Program activities administered by the University.

This report is intended solely for the information and use of the University and authorized representatives of the National Collegiate Athletic Association and is not intended to be and should not be used by anyone other than these specified parties. However, this report is a matter of public record and its distribution is not limited.

AUDITOR OF PUBLIC ACCOUNTS

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## **SCHEDULE**

JAMES MADISON UNIVERSITY  
SCHEDULE OF REVENUES AND EXPENDITURES  
OF INTERCOLLEGIATE ATHLETIC PROGRAMS  
For the Year Ended June 30, 2000

	Administrative and General	Football	Men's and Women's Basketball	Other Sports*	Total
Operating revenues:					
Ticket sales	\$ -	\$ 212,732	\$ 163,096	\$ 13,633	\$ 389,461
Game guarantees	-	140,000	45,000	-	185,000
Parking and postage	-	-	11,910	2,592	14,502
Private gifts (Note 2)	175,000	-	-	-	175,000
Programs and advertisements	-	-	-	-	-
NCAA distributions	-	-	-	426,873	426,873
Facility rent	52,258	-	-	-	52,258
Total operating revenues	227,258	352,732	220,006	443,098	1,243,094
Operating expenditures:					
Coaches' salaries	-	649,297	464,042	1,002,311	2,115,650
Other salaries	1,761,204	43,812	97,108	60,706	1,962,830
Fringe benefits	411,060	154,960	125,458	237,661	929,139
Financial aid	270,382	852,799	403,589	1,550,331	3,077,101
Other administrative expenditures	886,651	95,255	121,130	158,300	1,261,336
Indirect costs - education and general	1,001,257	-	-	-	1,001,257
Insurance	84,934	-	-	-	84,934
Telephone	158,492	9,765	11,947	3,444	183,648
Travel:					
Team and recruiting	304,151	232,905	238,821	484,522	1,260,399
Convention	29,314	4,799	1,333	24,188	59,634
Game guarantees	-	41,425	56,200	1,000	98,625
Maintenance	651,345	1,359	7,520	816	661,040
Equipment purchases	173,216	6,372	31,945	6,869	218,402
Debt service	895,244	-	-	-	895,244
Capital improvements	22,473	-	-	-	22,473
Total operating expenditures	6,649,723	2,092,748	1,559,093	3,530,148	13,831,712
Deficiency of revenues under expenditures	(6,422,465)	(1,740,016)	(1,339,087)	(3,087,050)	(12,588,618)
Allocation of student fees	12,653,471	-	-	-	12,653,471
Net increase (decrease) for the year	\$ 6,231,006	\$ (1,740,016)	\$(1,339,087)	\$(3,087,050)	\$ 64,853

\*Other sports include baseball, golf, soccer, lacrosse, track, cross country, swimming, tennis, wrestling, field hockey, archery, gymnastics, fencing, and volleyball.

The accompanying Notes to the Schedule of Revenues and Expenditures of Intercollegiate Athletic Programs are an integral part of this schedule.

JAMES MADISON UNIVERSITY

NOTES TO SCHEDULE OF REVENUES AND EXPENDITURES

OF INTERCOLLEGIATE ATHLETIC PROGRAMS

AS OF JUNE 30, 2000

1. BASIS OF PRESENTATION

The accompanying Schedule of Revenues and Expenditures of Intercollegiate Athletic Programs has been prepared on the accrual basis of accounting. The Schedule's purpose is to present a summary of current funds revenues and expenditures of the University's intercollegiate athletic programs of the University for the year ended June 30, 2000. The Schedule includes only those intercollegiate athletic revenues and expenditures under the direct accounting control of the University. Because the Schedule presents only a selected portion of the University's activities, it is not intended to and does not present either the financial position, changes in fund balances, or current funds revenues and other additions, expenditures, transfers, and other deductions for the year then ended. Revenues and expenditures directly identifiable with each category of sport presented are reported accordingly. Revenues and expenditures not directly identifiable to a specific sport are reported under the category, "Administrative and General."

2. AFFILIATED FOUNDATION

The Schedule does not include transactions of the James Madison University Foundation, Incorporated. This Foundation was organized for fund-raising activities that support the welfare, efficiency, and general objectives of the University. The Foundation gave the University \$175,000 for athletic scholarships during the fiscal year ended June 30, 2000.



JAMES MADISON UNIVERSITY  
Harrisonburg, Virginia

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